

Field Sales Pricing
 Database as of NOV 05 1993

	4 wk avg LOWEST DEEP	4 wk avg LOWEST DEEP	4 wk avg BASIC PACK	4 wk avg BASIC CARTON	DISCOUNT BRAND PRICE Tot	DISCOUNT BRAND PRICE Tot	4 wk avg DEEP	4 wk avg DEEP
	MARLBORO AVG NET PACK	MARLBORO AVG NET CARTON	BASIC AVG NET PACK	BASIC AVG NET CARTON	PRICE Tot	PRICE Tot	PRICE Tot	PRICE Tot
1A0 BANGOR	1.90	16.54	1.51	13.46	1.38	12.66		
1B0 BOSTON	2.04	17.82	1.38	10.81	1.52	13.68		
1C0 HARTFORD	2.04	18.69	1.63	15.31	1.58	14.93		
1D0 RHODE ISLAND	1.95	17.77	1.56	14.68	1.47	13.84		
1E0 ALBANY	2.08	18.13	1.63	14.46	1.59	14.18		
1F0 SYRACUSE	2.16	18.99	1.81	15.90	1.76	15.06		
1G0 BUFFALO	1.94	17.26	1.63	14.32	1.51	13.22		
1H0 NEW YORK	2.03	18.47	1.67	15.40	1.62	14.92		
1I0 PHILADELPHIA	1.74	15.98	1.40	12.98	1.34	12.51		
1J0 HARRISBURG	1.66	15.37	1.34	12.44	1.25	11.52		
2A0 BALTIMORE	1.89	16.22	1.50	13.35	1.39	12.44		
2B0 WASHINGTON	1.80	15.27	1.33	11.87	1.27	11.27		
2C0 RICHMOND	1.60	13.15	1.23	10.20	1.10	9.30		
2D0 RALEIGH/DURHAM	1.51	12.70	1.11	9.65	1.07	9.14		
2E0 CHARLOTTE	1.55	12.42	1.12	9.33	1.07	8.86		
2F0 COLUMBIA	1.54	12.89	1.16	9.85	1.07	9.16		
2G0 GREENVILLE	1.49	12.62	1.12	9.67	1.02	8.88		
2H0 KNOXVILLE	1.55	13.61	1.19	10.63	1.09	9.33	1.05	
2I0 NASHVILLE	1.56	13.84	1.23	10.91	1.13	9.97		
2J0 ATLANTA	1.55	13.65	1.23	10.84	1.12	10.15		
2K0 BIRMINGHAM	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A		
2L0 SAVANNAH	1.55	13.51	1.18	10.55	1.04	9.54		
2M0 JACKSONVILLE	1.68	14.92	1.30	11.66	1.21	10.75		
2N0 PENSACOLA	1.64	15.22	1.31	12.15	1.17	10.85		
2O0 ORLANDO	1.80	15.58	1.39	12.52	1.31	11.93		
2P0 TAMPA	1.80	15.67	1.40	12.83	1.33	11.95		
2Q0 MIAMI	1.83	15.64	1.47	12.88	1.39	12.25		
3A0 ST. LOUIS	1.68	14.86	1.32	12.10	1.24	11.13		
3B0 SPRINGFIELD	1.55	13.93	1.20	10.78	1.12	10.08		
3C0 PADUCAH	1.56	14.23	1.22	10.91	1.19	10.39		
3D0 MEMPHIS	1.63	14.76	1.29	11.90	1.17	10.81		
3E0 JACKSON	1.65	15.29	1.32	12.29	1.23	11.37		
3F0 LITTLE ROCK	1.75	16.28	1.41	13.13	1.33	12.28		
3G0 NEW ORLEANS	1.56	14.30	1.26	11.44	1.11	10.42		

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3H0 LAKE CHARLES	1.65	14.46	1.32	11.56	1.12	1.44	10.38
3I0 DES MOINES	1.89	16.13	1.53	13.33	1.45	1.41	12.68
3J0 OMAHA	1.85	16.36	1.48	13.29	1.35		12.04
3K0 KANSAS CITY	1.61	14.18	1.29	11.08	1.11		9.59
3L0 TULSA	1.64	14.53	1.35	11.78	1.19	V	10.24
3M0 OKLAHOMA CITY	1.73	15.28	1.37	12.21	1.23	1.28	11.17
3N0 DALLAS/FT. WORTH	1.87	17.11	1.51	14.16	1.44		13.57
3O0 MIDLAND	1.88	16.91	1.51	14.02	1.40		12.69
3P0 ALBUQUERQUE	1.71	15.45	1.37	12.41	1.24		11.30
3Q0 HOUSTON	1.82	17.12	1.52	14.17	1.41	V3	13.36
3R0 WACO/TEMPLE	1.91	17.37	1.55	14.39	1.48		13.44
3S0 SAN ANTONIO	1.89	17.15	1.53	13.90	1.41		13.07
4A0 PITTSBURGH	1.65	15.20	1.32	12.19	1.22	V2	11.28
4B0 CLEVELAND	1.59	14.78	1.28	11.89	1.19		11.03
4C0 COLUMBUS	1.65	14.88	1.33	11.98	1.22	V3	11.06
4D0 CINCINNATI	1.61	14.22	1.28	11.09	1.19	V10	10.45
4E0 SAGINAW	1.69	14.88	1.35	12.04	1.31		11.62
4F0 DETROIT	1.74	15.44	1.38	12.42	1.32		11.79
4G0 GRAND RAPIDS	1.65	14.86	1.32	12.07	1.23		11.39
4H0 TOLEDO	1.61	14.49	1.26	11.42	1.15	V2	10.71
4I0 INDIANAPOLIS	1.57	14.35	1.24	11.36	1.15		10.41
4J0 LOUISVILLE	1.43	12.63	1.09	9.59	0.94		8.42
4K0 LEXINGTON	1.43	12.90	1.09	9.89	0.94		8.18
4L0 CHICAGO	2.01	17.79	1.61	14.46	1.55	V3	13.83
4M0 PEORIA	1.83	16.86	1.51	14.03	1.40		12.92
4N0 GREEN BAY	1.89	16.69	1.51	13.82	1.44		13.10
4O0 MINNEAPOLIS	2.10	18.44	1.68	14.71	1.60	V3	14.14
4P0 SIOUX FALLS	1.72	15.81	1.40	12.55	1.29		11.19
4Q0 MILWAUKEE	1.95	16.73	1.55	13.59	1.47	V3	13.11
5A0 ALASKA	2.14	16.42	1.63	12.34	1.45		11.52
5B0 SPOKANE	1.79	15.91	1.42	12.46	1.33		11.58
5C0 SEATTLE	2.26	19.56	1.83	15.88	1.77	V62	14.86
5D0 PORTLAND	1.93	15.94	1.42	12.47	1.36	V30	11.83
5E0 DENVER	1.71	13.92	1.37	11.10	1.21		10.19
5F0 SALT LAKE	1.85	16.15	1.44	12.42	1.33		11.70
5G0 PHOENIX	1.65	13.87	1.29	11.19	1.17		10.04
5H0 SACRAMENTO	1.91	16.59	1.61	13.60	1.50		12.76
5I0 SAN FRANCISCO	2.03	17.48	1.64	14.19	1.52		12.77
5J0 FRESNO	1.96	16.71	1.49	12.91	1.39		12.19
5K0 HAWAII	2.41	20.97	2.00	17.67	1.93	V5	17.41
5L0 LOS ANGELES	2.00	17.06	1.48	13.04	1.41		12.41
5M0 SAN DIEGO	1.99	17.04	1.55	13.66	1.40		12.76

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